



# ***The CHP Partnership***

## **Promoting clean, efficient energy generation**

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*US EPA CHP Partnership*

*2nd Annual CHP Partners Meeting, May 12, 2004*

# The CHP Challenge

- 1998: EPA and DOE signed the CHP Challenge to double CHP capacity from 46 GW to 92 GW by 2010
- Progress to date: 77 GW in 2003!
- We're more than half-way there!

# The EPA CHP Partnership

- 2001: To address the CHP Challenge and in response to the President's National Energy Policy directive, the Climate Protection Partnerships Division of EPA launched the CHP Partnership.
- Mission: to assist in the promotion and deployment of environmentally beneficial CHP projects nationwide.

# EPA's CHP Partnership

- Voluntary public-private partnership of CHP industry, energy users, governments, other stakeholders
- Provides services and tools for partners to assist with CHP project development, regulatory barriers, market transformation
- Technology, fuel and vendor neutral

# Our Metrics: Partners, MW, MMTCE

- **136 CHP Partners** including energy end-users, the CHP industry, governments, NGOs
- By Dec 2003, the CHPP had helped partners put into operation more than **80 CHP projects** totaling **851 MW** capacity and **.59 MMTCE/ yr.**
- Goals grow every year: **707 MW** goal for **2004**



# Efficiency for the Environment

- Efficiency of thermally base-loaded CHP = reductions in greenhouse gas emissions.
- Assisting with the promotion and deployment of good CHP directly supports the EPA's mission to protect the environment!

# Saving our Environment - the good news about CHP!

- Environmental benefits are cumulative!
- The Energy Star CHP Winners for 2003 being recognized tomorrow represent:
  - 1,000,000 fewer tons of CO<sub>2</sub>!
  - Equivalent to emissions from 150,000 cars!

# Welcome New Partners!

- 45 New CHP Partners have joined since May of 2003!
- Including CHP Project Developers, Engineering/ Consulting companies, Energy end-users, Equipment Manufacturers, ESCOs, Financiers, Governments, NGOs and Utilities



# New Energy End-User Partners

- Franciscan Sisters of Perpetual Adoration
- Howard University
- Rock-Tenn Company
- U.S. Energy Partners
- University of Virginia
- Utica Energy

# New Consultant/ Engineering Partners

- Envisi LLC
- Vanderweil Engineers

# New Financier Partners

- Korridor Capital Investments
- NexGen Power

# New Project Developer/ESCO Partners

- Aegis Energy Services
- Allegiance Energy Services
- Attainment Technologies
- Cogentech
- Comfort Systems USA
- DCO Energy
- Energyistics Group
- HCS Group
- Ingenco
- Lipten Company
- North American Bioenergy Resources
- Pacific Energy Services Company
- Powercore
- PraEis
- Primary Energy Holdings
- Sirius Energy
- Turbosteam Corporation
- US Energy Services

# New Equipment Manufacturer Partners

- Bowman Power Systems
- Coast Intelligen
- DTE Energy Technologies
- Encorp
- Ingersoll-Rand Energy Systems
- TAS Packaged Solutions



# New Utility Partners

- Comfort Link
- Rochelle Municipal Utilities

# New Government Partners

- Indiana Dept of Commerce - Energy & Recycling Office
- Michigan Energy Office
- Minnesota Dept of Commerce State Energy Office
- Ohio Dept of Development Office of Energy Efficiency
- Wisconsin Division of Energy

# New Non- Governmental Organization (NGO) Partners

- Mid-Atlantic CHP Application Center
- Northeast States for Coordinated Air Use Management (NESCAUM)
- Pacific Northwest CHP Initiative
- Pacific Southwest CHP Initiative



# Partnering for Success

*Accessing the services of the CHPP  
for CHP project assistance.*

# The mutual goal: MW of CHP installed!

- Our metrics are based on direct project assistance and the success of our partners.
- We know that CHP project development is costly and time-consuming.
- We are here to help you!



# Confidentiality and competition

- CHPP is vendor neutral for end-users.
- We are sensitive to concerns about competition on projects in development and will maintain confidentiality.
- With your permission, we will publicize your projects with Energy Star awards, case studies, etc.

# EPA CHP Partnership Assistance to End-User Partners

The mission of the CHP Partnership is to assist in the deployment of environmentally beneficial CHP projects nationwide. The following services may be available to CHP End-user Partners to assist with CHP project development:

STAGE IN PROJECT DEVELOPMENT		INFORMATION GATHERING	PROJECT DEVELOPMENT	REVIEWING PROPOSALS	IN ENGINEERING	UNDER CONSTRUCTION	OPERATIONAL
<b>Milestone to Advance</b>	Education about CHP applications and technologies	Qualified: end-user interest and site CHP applicability	Feasible/proposed	Contract signed	Approved construction documents	System start-up and commissioning	M&V
<b>EPA CHPP Assistance Available</b>	<ul style="list-style-type: none"> <li>• Website reference materials</li> <li>• Niche market CHP seminars</li> <li>• Conferences</li> <li>• Presentations</li> </ul>	<ul style="list-style-type: none"> <li>• Funding database</li> <li>• Provide referrals to industry Partners through website and direct assistance</li> <li>• Provide direct assistance to end-users, answer questions about CHP</li> </ul>	<ul style="list-style-type: none"> <li>• Provide feasibility studies to targeted end-users</li> <li>• Provide web and phone referrals to CHP team (e.g., engineering, project development, equipment, construction, finance)</li> </ul>	<ul style="list-style-type: none"> <li>• Provide EPA CHPP staff member or letter to affirm environmental benefit of CHP to end-user decision-maker or local regulators</li> </ul>	<ul style="list-style-type: none"> <li>• Provide information/referrals regarding permitting or regulations</li> </ul>	<ul style="list-style-type: none"> <li>• Provide information/referrals regarding permitting or regulations</li> </ul>	<ul style="list-style-type: none"> <li>• Energy Star CHP Award</li> <li>• CHPP Certificates</li> <li>• Support for ribbon-cutting ceremonies</li> </ul>

Please call your EPA CHP team liaison or contact us at [CHPTeam@epa.gov](mailto:CHPTeam@epa.gov) to inquire about assistance for your project.

# CHPP Project Assistance

- Education and outreach
- Marketing and referrals
- Informational assistance
- Technical and permitting assistance
- Public recognition of good CHP

# Education and Outreach - Increasing visibility and acceptance

- Website reference materials
  - EPA offers credible support of benefits of CHP
  - Technology materials can be used as collateral
- Outreach to target markets: ethanol, universities, etc.
- CHPP team can meet with end-user decision makers to promote CHP.



# Marketing and referrals - make me a match

- CHPP is contacted by energy end-users
- CHPP website at [epa.gov/chp](http://epa.gov/chp) gets over 12,000 visits/ month
- CHP Industry Partners listed by role in project development - profiles important!
- Energy Star CHP winners get write-ups on website and in press advisories



# Informational Assistance - the antidote to uncertainty

- Website for general CHP information
- Monthly newsletter for breaking regulatory, funding, opportunity news
- Project specific informational assistance
  - we'll find the answer or find a referral.

# Technical Assistance

## - speeding up the sales cycle

- Strategically targeted Level 1 feasibility studies
- General technical/ project development assistance for projects - qualification, review of feasibility, financing, development/ project configuration strategy, identifying drivers and opportunities

# Permitting Assistance - educating regulators

- Enlist CHP liaisons in states - goal of dedicated person for CHP permitting
- Provide intelligence to states on environmental benefits of CHP: example: Output-based emissions
- Networking within EPA to encourage better treatment for CHP
- Limits to CHPP involvement - advice only

# Permitting Assistance for Projects

## - “greasing the skid”

- Provide referrals, advice to help find state-level contacts
- Provide advice on language, approach

# Public Recognition: the Energy Star CHP Award and Certificate

- The Energy Star CHP Award and Certificate recognize the valuable environmental contribution of end-users who install highly-efficient CHP systems.
- Involvement in Award-quality projects gives Partners “bragging rights” and promotion of winners increases the visibility of CHP!



# Your assignment for 2004

- Identify at least 1 CHP project which would benefit from the services of the Partnership - call us to engage!
- Planned projects will be kept confidential - we can only help if you trust us.
- Provide project data on CHP projects to be counted toward our goals - we will promote your success!

# How to Engage with the CHPP

- Project personnel should be aware of the services available and know how to access them.
- Please distribute the services matrix to project staff.
- Schedule a CHPP Services presentation to staff if that would be helpful.
- Call us direct for project assistance!

# For More Information

## Contact:

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